









main street, kendall square

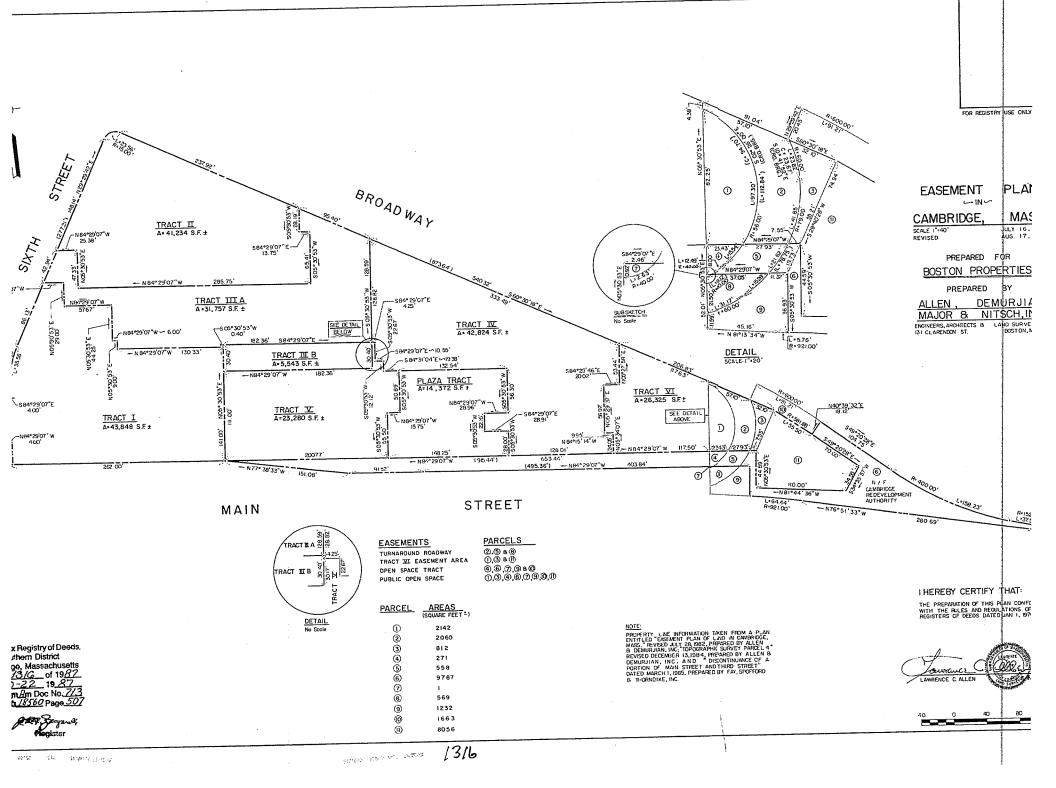


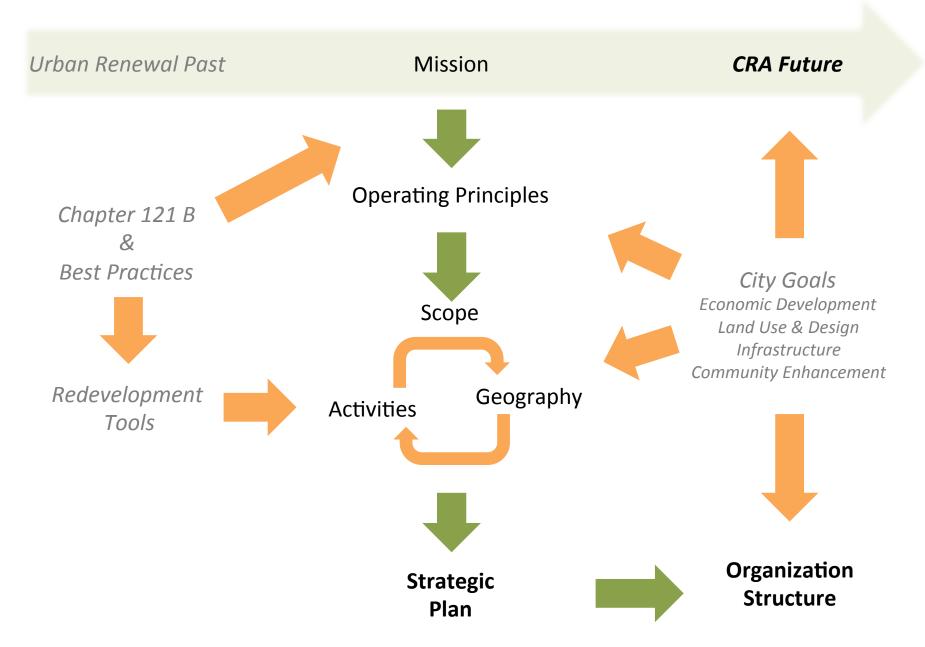












"Redevelopment Authorities have broad powers to plan and implement activities needed to redevelop underutilized, deteriorated or blighted open areas, to encourage new development, and to promote sound growth." (hwww.mass.gov/housing and economic development, based on Chapter 121b)

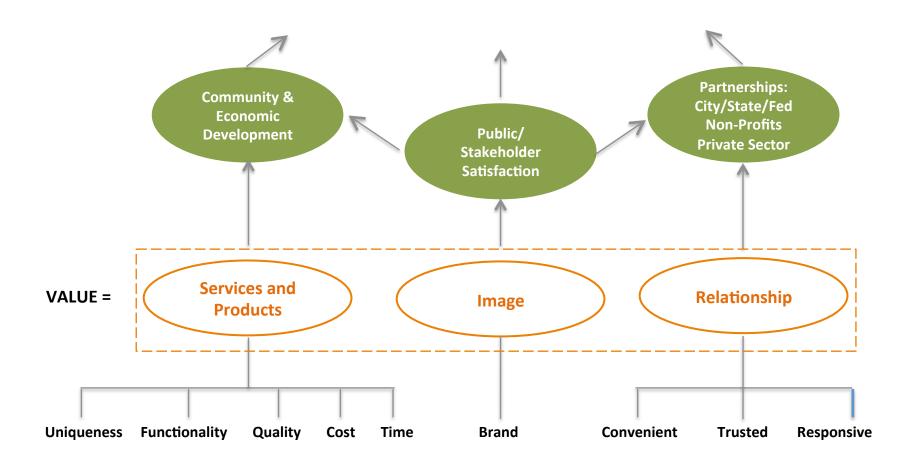
Preliminary Questions: CRA Board

- 1. What is our unique value within the context of City services, non-profit organizations, and the private market?
- In what activities should we engage and where?
- 3. Who are our "clients"? Who are we serving?
- 4. What line of business will generate revenue to sustain the organization?
- 5. What are key operating principles?

Preliminary Questions: City of Cambridge Community Development

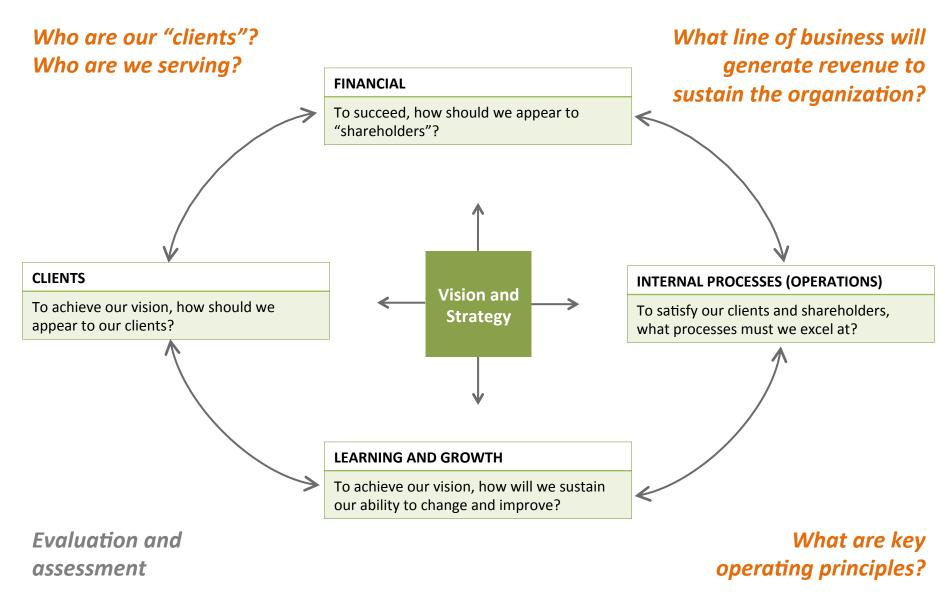
- 1. What new initiatives do you see on the horizon for your department? What are your key priorities?
- 2. What are the challenges in implementing these plans, given the roles of government, non-profit organizations, and the private sector?
- 3. In what way can the CRA add value? In what activities do you think the CRA should engage and where?

1. What is our unique value within the context of City services, non-profit organizations, and the private market?



STRATEGY FRAMEWORK: BALANCED SCORECARD

DRAFT



Adapted from Kaplan, Robert and David Norton, "Linking the Balanced Scorecard to Strategy."

- 1. Revenue Growth and Mix: should we expand programs, identify new projects, and reach new clients?
- 2. Cost Reduction/Productivity Improvement: should we further lower direct costs, reduce indirect costs, and share common resources with others?
- 3. Asset Utilization: should we utilize and ultimately close out our capital resources?

		Financial Themes		
		Revenue Growth and Mix	Cost Reduction/ Productivity Improvement	Asset Utilization
Business Strategy	Growth	New Projects		
	Sustain		Current Status	
	Mature			Fund Management

PLANNING/POLICY

Vision Zoning/Entitlements Design Review

PROGRAMS

Affordable Housing Workforce Development Econ. Development Loan Fund

REAL ESTATE TRANSACTIONS

Acquisition/Disposition Remediation/Site Prep Financing/Funding Programs Master Develop./Infrastructure Project Development

MANAGEMENT

District Management
Property Mgmt./Repositioning
Open Space Management
Community Benefits Fund

